



AACI in Action: Quarterly Report



American Association of Crop Insurers
Second Quarter Report 2019

TABLE OF CONTENTS

- 1 Message from the President
- 2 AACI Chairman Testifies at House Ag Committee Hearing
- 4 Annual Spring Fly-In
- 6 Disaster Aid
- 8 AACI PAC Impact
- 9 AACI Member Spotlight
- 10 List of Contributors

MESSAGE FROM THE PRESIDENT



The 2018 Farm Bill is in the books, but the work of the American Association of Crop Insurers (AACI) continues and for good reason. We must always be prepared for the unexpected and we must be relentless in our advocacy efforts on Capitol Hill.

To that end, we began the year with a successful annual meeting in San Diego where our special guest, Congressman Dan Kildee, highlighted the importance of reaching out beyond our traditional rural constituencies.

With the start of a new Congress, we hit the ground running with efforts to ensure that the latest round of disaster aid incentivizes the use of crop insurance. We held dozens of meaningful meetings with policymakers during our annual Washington fly-in, fundraised for our champion defenders on Capitol Hill, and educated newly-elected legislators about the merits of our unique public-private crop insurance program.

This report is packed with AACI in Action activity to demonstrate the excellent work of our members.

SCOTT GRAVES
President

AACI Chairman Testifies at House Ag Committee Hearing

With the backdrop of a challenging farm economy, the House Agriculture Committee's Subcommittee on General Farm Commodities and Risk Management held a hearing in June to discuss how farm policy and crop insurance help farmers manage difficult times.

AACI Chairman Michael Davenport served as one of the key witnesses at the hearing representing the crop insurance industry. His testimony highlighted the unique public-private partnership that allows crop insurance to be flexible, affordable, available, and predictable.

Chairman Davenport made clear “the crop insurance program is successfully meeting the needs of thousands of farmers who can tailor their risk management needs to serve them best with the help of a local agent.” He added this is a good value for America's taxpayers when compared to other alternatives and concluded that “continued bipartisan support” for the program will provide farm families with a reliable, cost-efficient safety net.



AACI Chairman Michael Davenport testifies at the House Ag Committee hearing.



“The bottom line is that the crop insurance program is successfully meeting the needs of thousands of farmers who can tailor their risk management needs to serve them best with the help of a local agent.”

MICHAEL DAVENPORT
AACI Chairman

Annual Spring Fly-In

AACI’s annual spring fly-in to Washington D.C. began with a packed schedule that included 47 meetings on Capitol Hill, a visit with the Risk Management Agency (RMA) administrator, and a pair of PAC fundraisers.

With the 2018 Farm Bill enacted, AACI members focused their bipartisan advocacy and education efforts on freshman representatives because of the many new faces in this Congress. They also visited with members located in Congressional districts where AACI already has a strong footprint.

Majority and Minority staff members on the House Agriculture Committee met with AACI members to discuss some of the issues impacting the agriculture economy and to get an update on what the Committee plans to focus on in the coming months.

Top of mind for everyone was disaster aid and how it would affect the agriculture community, including crop insurance. Staff relayed their position that continuous short-term relief bills are not an economically feasible way to support producers and highlighted the importance of the different programs authorized in the farm bill. This conversation continued in a different capacity when visiting with leadership at RMA.



Beyond policy meetings, AACI held two PAC fundraising events in which AACI members had a chance to meet with Rep. Dan Crenshaw (R-TX-02) and Rep. Will Hurd (R-TX-23). These fundraisers encouraged a robust discussion about the Congressmen’s policy stances, priorities, and outlook for the future.

The fly-in concluded with a panel discussion with past and present Chiefs of Staff to gain a better sense of life behind the scenes in the members’ offices and how to effectively engage with them in the future.

“We can’t assume our elected leaders understand how important crop insurance is to production agriculture and to maintaining a steady and affordable food supply. We must continue to rally bipartisan support for the program every year, especially in off-farm bill years.”

TED LUNG
Diversified Crop Insurance Services

Disaster Aid

The initial round of aid in the Bipartisan Budget Act of 2018 (2018 BBA) was crafted with crop insurance in mind. In fact, coverage under the Wildfires and Hurricanes Indemnity Program (WHIP) is directly related to crop insurance purchase decisions. The higher the crop insurance coverage level, the higher the coverage under WHIP (via the WHIP factor).

This latest supplemental builds on the previous WHIP program by allowing the Secretary to cover up to 90 percent of losses for those producers who have purchased crop insurance (up from 85 percent in 2018 BBA).

However, the latest supplemental also covered "crops prevented planting in 2019" but "under such terms and conditions as determined by the Secretary." In other words, discretion for how to use part of the \$3 billion in ad hoc funding on prevented

planting was left up to the discretion of the Secretary. This has caused confusion among producers and others as USDA grapples with how to implement that provision despite releasing some guidance. This issue is made even more complicated by the fact that prevented planting is also implicated in the implementation of the Market Facilitation Program.

Crop insurance is clearly preferred to ad hoc assistance by virtually everyone. While we have long touted that crop insurance has largely replaced the need for ad hoc disaster assistance, the decision of Congress to provide supplemental aid in 2018 and 2019 demonstrates an opportunity for continued improvements in the program.

“I count it as a positive and a testament to AACI’s efforts that when we visit members of Congress, the vast majority of them say that they understand the importance of crop insurance in their district. They know it helps not only farm families during uncertain times, but also lenders, fertilizer dealers, tractor supply stores and a whole swath of the rural economy.”

DOUG JAKWAY
QBE NAU Country Insurance



Annual Convention

February 17, 2019 | San Diego, CA

AACI PAC held a reception for Rep. Dan Kildee (D-MI-05) and raised more than \$18,000 for his re-election campaign.

Sen. Ernst In-District

April 22, 2019 | Johnston, Iowa

AACI PAC, Rain & Hail Insurance Society and CGB PAC hosted an in-district event for Sen. Joni Ernst (R-IA) for her campaign and raised more than \$25,700.

AACI PAC contributed a total of \$12,000 towards the following new members through joint fundraising events that were hosted by members in Leadership of both the Republican and Democratic Parties.

FARM Night

June 4, 2019 | Washington, D.C.

House Agriculture Committee Ranking Member Mike Conaway (R-TX-11) and Rep. GT Thompson (R-PA-05) held an event with special guest, Republican Leader Kevin McCarthy (R-CA-23), to support House Agriculture Committee members. Co-hosts included Rep. David Rouzer (R-NC-07), Rep. Doug LaMalfa (R-CA- 01), Rep. Austin Scott (R-GA-08) and Rep. Neal Dunn (R-FL-02).

Through this event, the AACI PAC supported Rep. Jim Baird (R-IN-04), Rep. Jim Hagedorn (R-MN-01), Rep. Dusty Johnson (R-SD-AL).

Ag Frontline

June 12, 2019 | Washington D.C.

Hosted by Chairman Collin Peterson (D-MN-07) with special guests Speaker of the House, Nancy Pelosi (D-CA-12), DCCC Chairwoman Cheri Bustos (D-IL-17), and Members of the House Democratic Caucus.

Through this event, the AACI PAC supported Rep. Tom O’Halleran (D-AZ-01), Congressman Josh Harder (D-CA-01), and Congresswoman Cindy Axne (D-IA-03)

Dan Carothers: PAC Champion



We are putting the spotlight on Dan Carothers, the owner of Personal Ag Management, LLC and a PAC Champion supporter of AACI and crop insurance. He consistently gives to the AACI PAC at the top level year after year.

Mr. Carothers explains that, “If we don’t speak out, no one else will. If we don’t defend crop insurance, then we put the entire program, along with the livelihoods of many, in jeopardy.”

Mr. Carothers served in the U.S. Army from 1970 to 1975, and then obtained a Bachelor of Science degree in Agriculture from California State University Chico. He was a County Executive Director for the Farm Service Agency for eight years. In 1988, he formed Personal Ag Management Services to assist farmers in dealing with the USDA. With his expertise in farm programs he was in a unique position to provide comprehensive guidance for his farmer clients in all aspects of risk management. Personal Ag Management, LLC currently serves more than 1,000 farming operations in four states.

“We must take an active role in defending our industry. I give the most I can to the AACI PAC because it is one of the ways I can defend against groups who want to destroy crop insurance and production agriculture.”

DAN CAROTHERS

AACI PAC CONTRIBUTORS

Thank you to our AACI PAC Contributors

PAC Champion: \$5,000

Carothers, Dan

PAC Leader: \$2,500

(\$2,500 - \$4,999)

Brichler, Ronald
Latham, Benson

PAC Trailblazer: \$1500

(\$1,500 - \$2,499)

Heitman, Larry

PAC Pioneer: \$500

(\$500 - \$1,499)

Arnold, Scott
Atkinson, Jordan
Backer, Adam
Barr, Randall
Bird, Daniel
Bird, Robert
Black, Robert
Catalano, Anthony
Copeland, Tim
Davenport, Michael
Domer, Jay
Eversole, Craig
Feilmeier, Dale
Fink, Brad
Gerstenberger, Ron
Gonzales, Craig
Grimsley, Gene
Gugat, Brian
Hall, Hunter
Hardt, Phillip
Heilig Jr., Gary
Jakway, Douglas
James, Jon
Janicek, Kenneth
Jensen, Jared
Klein, Matthew
Krultz, Adam
Lorimer, William
Love, Kale

Lura, Barry
Masters, Mark
McDermott, John
McGrew, Tim
Meyer, Jeff
Meyer, Bradley
Munoz, Kristina
Norrish, Scott
Powers, Kevin
Schuler, Dave
Thomas, Randall
Ufer, William
Wienstroer, John
Wilson, Bill

PAC Patron: \$250

(\$250 - \$499)

Altfillisch, Jeffrey
Scott
Argo, Douglas
Bafia, Joseph
Bartling, Craig
Bhangoo, Guri
Biewer, Dennis
Burghduff, Clint
Byrd, Chad
Chrystal, John
Connealy, Donald
Crowley, Dan
Currie, Mark
Darling, Brad
Davis, Brian
Esmay, Jackie
Flemmer, Erin
Goergen, Marvin
Goldhahn, Lynn
Goodman, Andrew
Gordon, Jennifer
Goteti, Gopi
Graunke, Lucas
Hedrick, Brooke
Hinders, Randy
Hoffman, Joe
House, Clark
Kafer, Jeff
Large, Mike

Lewsader, Curt
Mason, Phyllis
Maus, Brock
Nedved, Monica
Nesemeier, Chad
Palmer, Emily
Peachey, Sue
Rath, Michael
Rieger, Mark
Rue, Mason
Seguin, Kim
Skadberg, Matthew
Skinner, Gary
Smith, Michael
Sumner, Wyatt
Survilla, Joseph
Treimer, Kerry
Umberger, Patrick
Van Weelden, Andrew
Veenstra, Bradley
Veldhouse, Dwight
Wigham, Tammy

PAC Sustainer: \$25

(\$25 - \$249)

Albers, Randy
Anderson, Levi
Anderson, Dwight
Andvik, Bruce
Axtman, Steve
Barclay, Randy
Bartling, Brad
Bauer, Lisa
Bausch, Rick
Bean, Don
Beans, Terry
Beckius, Kim
Beeley, Robert
Begner, Elsie
Berens, Thomas
Berger, Vicki
Bergh, William
Bernard, Anthony
Beutz, Lynn
Billington, Kent

Blazel, Michael
Bliss, Lori
Blizzard-Eichstadt, Michelle
Boadhurst, Jordan
Bogan, Ricky
Bradfute, Bo
Briggs, Kristina
Brosnahan, Ryan
Brown, Jack
Bryan, Michael
Bunting, Naomi
Bye, Pat
Cardenas, Antoinette
Carver, Jill
Chance, Stuart
Chase, Jason
Christensen, Dane
Christianson, Holly
Cleasby, Tammy
Clement, David
Clouse, Jane
Collins, Bridgette
Connelly, Nancy
Converse, Richard
Cook, Steven
Corbett, Kellen
Covalt, Dallas
Dahlquist, Dalys
Dail, Steve
Davis, Tony
Dickerson, Alan
Dohman, Ron
Dossett, Jason
Durkes, Kim
Dylo, Michael
Edelman, Randy
Eimer, Larry
Eis, David
Elam, Melody
Emerson, Heidi
Emerson, Teresa
Erickson, Darrin
Erickson, Darrin
Figueroa, Tara
Fiske, Daniel

Fjerstad, James
Flemmer, Lynn
Fransen, Shari
Franz, Tim
Fridgen, Toni
Froslee, Jeff
Garispe, Daniel
Garrison, Vickie
Geyer, Kathi
Gillett, Marie
Goche, Joshua
Gothier, Pamela
Graham, Peter
Green, Steven
Grout, Crystal
Gruben, Rickey
Gruner, Bradley
Guestin, Rick
Hade, Thomas
Hahn, Lawrence
Hamel, Megan
Hamstra, Kurt
Hanawa, Ben
Hanson, Michael
Hawkins, William
Hayden, Jan
Henrich, William
Henrichs, Garrett
Hillestad, Jamie
Hillman, Darcy
Hilton, Gary
Hobson, Danny
Hoffman, Jeff
Holmes, Susan
Holz, Kenneth
Horner, Richard (Dick)
Huckert, Anissa
Hunt, Dan
Jackson, Roy
Jackson, Shane
Jacob, Artz
Jacobi, Jay
Jamison, Bill
Jensen, Brenda
Johnson, Camille
Johnson, Jan
Johnson, Danelle

Jones, Karla
Junk, Greg
Kegley, Michael
Kelich, Tricia
Kelley, Craig
Kerber, Cory
Kerns, Harold
Kesner, Cherise
Kessler, Jason
Klais, Glen
Klaus, Amy
Kloewer, Kim
Koebel, Angie
Koester, Jason
Kopf, Kathy
Korthals, Dave
Krause, Carole
Krebs, Gabe
Kreikemeier, Barry
Krusemark, Rochelle
Kueny, Vincent
Kunshek, Bill
LaMattina, Staci
Lamb, Thomas
Lang, Jean
Lanier, Jeffrey
Large, JC (Joseph)
Larsen, John
Larson, Mark
Lassey, Paul
Lasz, Cheryl
Leibbrand, Richard
Lekstrom, Cheryl
Lenhof, Bernice
Levtzow, Merlyn
Lewis, William
Lewis, Tish
Lillehaugen, Luke
Little, Amy
Loff, Bryan
Look, Kathy
Luedtke, Kara
Martin, Mindi
Martin, Laurel
Mathis, Ronnie
Mattern, Randy
Mattrocce, David

May, Bodie
McDaniel, Jim
McHenry, Robert
McKnight, Wesley
McMartin, John
Melcher, Jason
Melgoza, Alvaro
Meyer, Glen
Michels, Jan
Mickelson, Mark
Miller, Kelly
Moe, Christopher
Molstad, David
Monson, Dean
Morrill, Daniel
Morrison, Victor
Morrison, William
Morrison, Justin
Moser, Brad
Murphy, Rickey
Myers, Aaron
Neal, Matthew
Nelson, LeAnn
Nelson, Jenna
Norrish, Holly
Norrish, Kimberly
Norwood, David
Oleaga, William
Olek, John
Olin, Michael
Olson, Catherine
Olson, Barry
Ormon, Clay
Otto, James
Parker, Wendell
Paul, David
Peasland, Brian
Perez, Leonard
Peterson, Deborah
Phillips, William
Pullen, Derek
Randall, Tanner
Rau, Sherwin
Reece, Robert
Regas, Alex
Rentz, Mark
Richard, George

Richter, Brenda
Riesselman, Andy
Roberts, Bryce
Rohach, Michael
Rohlfs Jr, Darrel
Roiger, Bill
Ross, Jackie
Ross, Nicholas
Rowenkamp, Jason
Ryan, Kathryn
Sabella, Todd
Savage, Kent
Schenck, Aaron
Scherting, Megan
Schletewitz, Travis
Schlimme, Jean
Schmitz, Donald
Schuknecht, Fred
Schult, Gary
Scott, Sarah
Sellers, Mary
Shepard, Billie
Siebrecht, Roger
Singleton, Larry
Sisk, Kyle
Sisk, Joe
Sizemore, Travis
Slack, Blane
Slowiak, Carolyn
Sluka, Tom
Smith, Rob
Smith, Jennifer
Smith, Eric
Smith, Steve
Spain, Jim
Spence, Gary
Spurlock, Karen
Stauffer, John
Strait, Mark
Strei, Chad
Stroop, Wendy
Struble, Aaron
Sweeney, Ryan
Swing, Robert
Tague, Laverne
Tekinalp, Serhat
Thompson, Carol

Throckmartin, Ryan
Towler, Chad
Trampel, Roger
Trojcek, Josh
Turnbull, Cameron
Vandiver, Paul
Vinson, Robert
Wagener, Gloria
Wagner, John
Walsh, Christopher
Ward, Dale
Wardenburg, Eric
Wheeler, Kevin
Wheeler, Kathy
Whiddon, Johnny
Wiedeman, John
Wieland, Cheryl
Wiering, Richard
Wilke, Lloyd
Williams, Gary
Wilson, David
Wilson, Eric
Winczewski, James
Wischmeyer, Robert
Wood, Ron

<\$25

Gaworski, George
Gilbreath, Lynda
Rasmussen, Alan
Royer, Steve
Schneider, Eden
Thompson, Debra

Type II Contributions

Rain & Hail PAC
CGB PAC
Brichler, Ron
Deterding, Kelly
Rutledge, Ron
Latham, Benson
Young, Brian
Schuler, Dave
Allison, Mark
Carroll, Jason
Carroll, Arthur

Fix, Curtis
Heitman, Larry
Klein, Matthew
Korin, James
Sheeley, John
Singleton, Alan
Weber, Tim
Arnold, Scott
Frerichs, Stephen
Bird, Dan
Black, Bob
Davenport, Micahel
Hall, Mark Hunter
Le, Vince
Miiller, Ron
Thomas, Randy
Ufer, Bill
Supple, Patrick
Jakway, Douglas
Leighton, Brad
Mossman, Mark
Behrends, Todd
Baumgart, Jeffrey
Bird, Bob
Catalano, Tony
Coleman, Micahel
Darling, Brad
Gonzales, Craig
Grimsley, Gene
James, Jon
Krakau, Mark
Legleiter, Michael
Shuler, Paul W
Utter, Cynthia Ellie
Foster, Shannon
Harms, Steve
Heilig, Gary
Lung, Ted
Malloy, Susan
McAleer, Matt
Meyer, Brad
Oswald, Nick
Powers, Kevin



American Association of Crop Insurers
1201 Pennsylvania Avenue, NW
Suite 800
Washington, DC 20004

aacinsurers.com
202.659.8201
info@aacinsurers.com